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Lenovo Autumn Campaign

Topseller Playbook

Playbook Content

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Fall Campaign Products

Windows XP End of Life

Further to the Microsoft announcements Windows XP goes EOL on the 22nd October 2010.

As a consequence of this all OEM suppliers need to EOL all standard XP downgrade models and remove all proactive advertising for Windows XP.

Via the Microsoft end-user downgrade rights, end-users will be able to purchase a XP recovery DVD up until July 2011 via the Lenovo support pages. They will need to pay for the media and shipping not a licence. The XP RDVD will only have the XP OS and will not contain drivers or applications such as TVTs for specific models.

If you have customers that want to buy 25 or more identical machines at a time with an XP downgrade, we are able to create a custom part number to allow them to do this. To comply with the Microsoft guidance we will need you to send us a copy of a letter from the customer requesting this. Microsoft need us to be able to track the end customer.

A competitive portfolio

Pioneering Product Innovation

Business-focused

Think

- A premium brand in a price-driven marketplace
  - Built for Business
  - The Ultimate Business Tools
  - Business Leader
- A Leader in Business by investing in customer-driven Think innovation

Consumer-focused

idea

- Completes a full portfolio offering with emphasis on entertainment, design and lifestyle
- Consumer, Retail, Small Business
- Good, Better, Best Offerings
- At Home, At Work, At Play

Essential

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BREAKING NEWS

ThinkPad ranks #1 again

1 in Customer Satisfaction 4 consecutive quarters!

ThinkPad®

Lenovo repeats its No.1 rank status

The latest TBR rankings for Desktop PCs puts Lenovo alone at the top. This is the second quarter in a row desktops held the top spot, as they were tied for first last quarter.

The solo number one ranking for Desktop PCs means Lenovo now has the best desktop in terms of quality, reliability and design, and no competitive weakness.

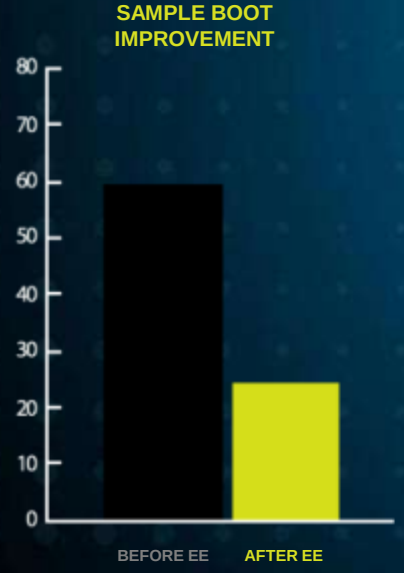
> Lenovo exceeded expectations for desktop value (due to lower stated expectations), parts availability, delivery time, ease of doing business and phone support. Lenovo exceeded phone support customer expectations in spite of inordinately high customer expectations.

View ThinkCentre

Fourth Calendar Quarter 2009

CORPORATE DESKTOP VENDOR	4Q09 TBR RANK	4Q09 WSI SCORE	4Q09 Strength/ Weakness Points
Lenovo	1	81.9	+3
Dell	2	81.2	0
HP	3	78.5	-2
Publish Date: March 17, 2010			
Author: Julie Perron			

LENOVO + WINDOWS®7=
ENHANCED EXPERIENCE



Faster
Boot up to 33% faster and shut down up to 50% faster than non-optimized PCs

Richer
Enjoy High Definition graphic support with DirectX® 10

Easier
Experience peace of mind with intuitive, integrated tools that make it easy to use and maintain your PC

Performance
Robust, energy efficient systems with Intel® Core-2 processors and multi-touch

Work from Anywhere
Longest battery life, widest array of connectivity options, Access Connections

Audio/video conferencing with a light-adaptive 2MP camera, digital array microphone, high-quality speakers and optimized for MS Office Communicator

Secure
Get self-encrypting drives (SEDs) that protect confidential data plus powerful tools for password management, fingerprint access, anti-theft protection and more

EXCLUSIVELY ON LENOVO NOTEBOOKS AND DESKTOPS

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Why THINK Products

Product Family	THINKPAD	THINKCENTER /VISON	THINKSTATIONS	THINKSERVERS
✓**Designed for business**	Edge ideal for SMB, Classic best for corporate account – product stability –high service level	Stable plateform, tool-free upgrade, data rescue recovery & repair	Tool-less components , certified by all major ISV in the Industry	Powerful Westmere CPUs, Ready for Virtualization, Built in Management in every model, Major OS vendor certifications.
✓**Innovation**	Spill-resistant keyboard, roll-cage, VoIP capabilities, entry pro ultra mobile	First professional AIO range in the market, innovative displays (docking features, 2 in 1)	Smallest form factor Workstation ever (8 patents), color calibration& dual screen on mobile	first to market with Intel AMT in entry level server TS200v
✓**Quality, reliability**	#1 in TBR report, lower failure rate in the market, 8 military tests	#1 in TBR report, lower failure rate, best phone support in commercial	HDD thermal management, Rigorous voltage, shock, vibration and drop tests	Think heritage, HotSwap HDD, Built in RAID, Redundant designs,
✓**User experience**	ThinkVantage T, Win 7 EE, keyboard silence, muti-touch touchpad texture, best thermal management	ThinkVantage T, Win 7 EE, thermal improvement	ThinkVantage T, Win 7 EE, Recessed power button to avoid accidental shutdown, most silent in the market	Built in value like remote management and tool less design
✓**Environmental**	First to offer Post Consumer Recycled Plastic, Greenest notebook in the industry, greenguard	Saving up to 71$ /year through power management, 1st ES5 in the market, greenguard	80 Plus Gold power supply (C20), use up to 65% recycled plastics, EPEAT® Gold, greenguard	Energy star certification, 50% recyclable material in TS200v, whisper quiet tower systems (24dB in idle mode)

ThinkPad™ Opportunity

Setting the standard in portable personal computing for every business need.

ThinkPad® Portfolio

W Series
15”, 17”

- Best Performance with Intel dual core and Quad core
- ISV certifications
- Best graphics solutions
- Multi touch display
- Palm rest digitizer (on W701)
- X Rite Pantone color calibration
- Display port technology
- Raid 0&1 solutions
- Dual screen (on W701)

Starting at € 1503

T & Ti Series
14”, 15”

- No Compromises Thin & Light
- Military-Spec tested
- Best Performance with Intel Core i3, i5, i7
- VoIP Optimized
- Next generation keyboard
- Enhanced fingerprint reader
- Up to 11 hours battery- life
- 57% faster Win 7 boot time with Win7 EE

Starting at € 977

X & Xi Series
12.1”

- No Compromises Ultra-Portable
- Starting at 2.5lbs
- Extreme Battery-life (up to 12 hours)
- Best Performance with Intel Core i3, i5, i7
- Military-Spec tested
- Wi-Fi, WAN, and WiMax
- New! Touchpad option

Starting at € 989

L Series
14”, 15”

- The greenest Thinkpad
- Optimized data security
- No compromise on quality and reliability at affordable price
- Military-Spec tested
- New design
- Choice of integrated or discrete graphics
- Optional docking stations

Starting at € 659

Edge Series
11”,13”, 15”

- Progressive, Simple, Reliable
- Contemporary keyboard
- HD Audio and Video
- Wi-Fi, WAN, and WiMax
- 3 Color choices
- Intel Core and AMD

Starting at € 393 for 11” € 419 for 13” € 469 for 15”

SL Series
15”

- Unsurpassed value
- Classic design
- HD Audio, HDMI
- Wi-Fi, WAN, and WiMax
- Intel Core2

Starting at € 389

New!

X100e 11.6”

- Entry Ultra-Portable
- 1.1” thin, 2.9 lbs
- 3 Color choices
- Wi-Fi and WAN
- Full-sized keyboard
- Up to 5hrs of battery-life

Starting at € 436*

Featuring…

- **ThinkVantage Technologies and**
- **Lenovo Windows® 7 Enhanced Experience**

**** : End user price***

ThinkPad® Portfolio

Processor stack

X100e 11.6”

- AMD Turion Neo X2 Dual-Core L625
- AMD Athlon Single Core MV-40

SL Series
15”

- Intel Core 2 Duo T6570
- Intel Dual Core Celeron T4500
- Intel Dual Core Celeron T3500

Edge Series
11” 13”, 15”

- Intel Core i5-460M
- Intel Core i3-370M
- AMD Athlon II X2 P340 / Turion X2 P540
- Intel Pentium P6100 / Celeron P4600
- Intel Core i3-380UM (11” & 13”)
- Intel Pentium U5400 (11”)
- AMD Turion K625 (13”)
- AMD Athlon K325 / K125 (11”)

L Series
14”, 15”

- Intel Core i5-560M
- Intel Core i5-460M
- Intel Core i3-370M

X & Xi Series
12.1”

- Intel Core i7-620M
- Intel Core i7-640LM (tablet)
- Intel Core i5-560M
- Intel Core i3-370M
- Intel Celeron U3400 (tablet)

T & Ti Series
14”, 15”

- Intel Core i7-620M
- Intel Core i5-560M
- Intel Core i5-450M
- Intel Core i3-370M

W Series
15”, 17”

- Intel Core i7-920XM
- Intel Core i7-820QM
- Intel Core i7-720M

Featuring…

• ThinkVantage Technologies and

• Lenovo Windows® 7 Enhanced Experience

What did the press say about ThinkPad®

Edge Series

ZDNET UK

"The Edge's entire lower half, including keyboard, touchpad and palm rest, is our favourite part of the new ThinkPad. It might be the most comfortable raised keyboard we've ever used, and the large touchpad is an excellent improvement. "

PC Advisor

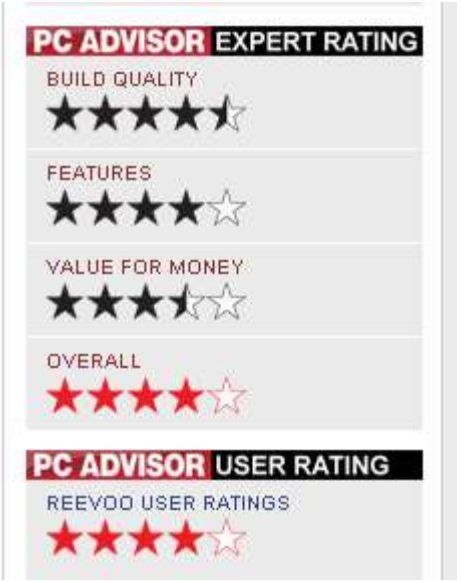
First there's the same great keyboard as the ThinkPad X100e that we couldn't keep our fingers off. It has gently scalloped tops to its slightly rounded Scrabble tiles, with a smooth sprung action that's relatively quiet in use.

Thinkpad X100e

Number 2: Lenovo ThinkPad X100e - £445 inc VAT

PC ADVISOR RECOMMENDED

Another of those ambiguous laptops that defies easy categorisation, the X100e has the air of an ultraportable about it. We're calling it a netbook. Build quality is high, and the trackpad buttons are a joy to use. The Scrabble-tile keyboard is stunning, and the 11.6in (1366x768) screen is nice too. The Neo MV-40 processor produces a WorldBench 6 real-world speed score around twice as high as that of the typical netbook, but the Lenovo ThinkPad X100e's battery life pales in comparison.



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TX PR – WE Awards

COUNTRY	PUBLICATION	MONTH	PRODUCT	AWARD / SCORE
UK	Expert Reviews	January 2010	ThinkCentre A58	4 out of 5 stars
	ZDNet	March 2010	ThinkPad X100e	8 out of 10 stars
	Reg Hardware	March 2010	ThinkPad Edge 13"	80 percent
	PC Advisor	**March 2010**	**ThinkPad Edge 13"**	**PC Advisor Recommended**
	PCAdvisor.co.uk	March 2010	IdeaPad S10-3	4 out of 5 stars
	PC Pro	April 2010	ThinkPad T510	5 out of 6 stars
	PC Pro	May 2010	ThinkPad Edge 13"	5 out of 6 stars
	V3.co.uk	**May 2010**	**ThinkPad X100e**	**5 out of 5 stars**
	PC Advisor	May 2010	Thinkpad W510	4.5 out of 5 stars
	V3	May 2010	ThinkPad Edge 13"	4 out of 5 stars
	Tech Radar	May 2010	ThinkPad W701	4 out of 5 stars
	Computeractive	**June 2010**	**ThinkPad Edge 13"**	**5 stars**
	PC Advisor	June 2010	ThinkPad Edge 15"	4 out of 5 stars
	What Laptop	**September 2010**	**ThinkPad Edge 15"**	**What Laptop Silver**
GERMANY	PCW	January 2010	TP USB Portable Secure HHD	Four out of five stars
	Notebookjournal	February 2010	ThinkPad Edge	4 out of 5 stars
	ComputerBild	February 2010	**G550**	**Test Winner**
	Notebookcheck	**March 2010**	**ThinkPad W510**	**89% - Excellent**
	Notebookjournal	**March 2010**	**ThinkPad T510**	**5 out of 5 stars**
	Notebookcheck	March 2010	ThinkPad T410s	83% - Good
	Chip Online	**March 2010**	**ThinkPad T410s**	**Test Winner**
	Notebookcheck	**March 2010**	**IdeaPad S10-3**	**88% - Excellent**
	Notebookcheck	March 2010	ThinkPad T410s	83% - Good
	Chip Test + Kauf	April 2010	IdeaCentre A600	Price Tip - Good
	Notebookcheck	May 2010	Thinkpad L412	85% - Good
	Notebookcheck	May 2010	Thinkpad L512	85% - Good
	Notebookjournal	**June 2010**	**ThinkPad L412**	**5 out of 5 stars - Excellent**
	Chip Online	July 2010	ThinkPad Edge 15"	Included in Chip list of best 14" and 15" notebooks
	PC-Welt	August 2010	ThinkPad Edge 15"	Very positive comments
FRANCE	PC Achat	May 2010	ThinkCentre A70z	16 out of 20
	Micro Portable Magazine	**June 2010**	**ThinkPad W510**	**Recommended by the Editorial Staff**
	Micro Hebdo	June 2010	ThinkPad Edge 15"	Good
ITALY	PC World	May 2010	IdeaPad S10-3 Tablet	8 out of 10
	Tom's Hardware	June 2010	ThinkPad Edge 15"	Excellent comments
SPAIN	El Mundo	April 2010	ThinkPad X201	Small size, advanced configuration for professional user
	PC Actual	**May 2010**	**ThinkPad X201 Tablet**	**PC Actual Recommended Product**
	Personal Computer & Internet	**May 2010**	**ThinkPad Edge 13"**	**PC&I Quality Winner**
	MuyComputer.com	June 2010	ThinkPad Edge 15"	4.5 out of 5 stars
	PC Actual	June 2010	ThinkPad Edge 15"	8.5 out of 10
	PC World	**July 2010**	**ThinkPad Edge 15"**	**PC World 5 Stars**
NETHERLANDS	ComputerIdee		IdeaPad S10-3	4 out of 5 stars
DENMARK	**Laptopworld.dk**	**June 2010**	**ThinkPad Edge 15"**	**Laptopworld Recommends**
NORWAY	**Hjemme PC**	**Issue #2**	**ThinkPad x100e**	**Recommended buy**
	PC World	April 2010	ThinkPad T510	5 out of 6
	Dinside.no	**May 2010**	**IdeapPad S10-3**	**Recommended product**
	Dinside.no	July 2010	ThinkPad Edge 15"	5 out of 6 in Dinside.no dice
	Digital Photo	**#12**	**IdeaPad U450p**	**Test Winner - 88%**
	Hjemme PC	August 2010	ThinkPad Edge 15"	5 out of 6
SWEDEN	**PC för Alla**	**April 2010**	**ThinkPad X100e**	**Good Choice**
	Datormagazin	**March 2010**	**ThinkPad X100e**	**Datormagazin Recommends**
	Datormagazin	**August 2010**	**ThinkPad X201**	**Datormagazin Recommends**
SWITZERLAND	Computerworld	June 2010	ThinkPad Edge 15"	4 - Good

NEW: ThinkPad™ Edge 11” Notebooks

Overview

Driven by an ultra mobile lifestyle, today’s small businesses require an affordable laptop that provides performance, durability and reliability, while reflecting their personal style. The ThinkPad Edge 11, the latest addition to the ThinkPad Edge family, is designed for road warriors and keeps their needs in mind.

Unique Selling Points

The ultraportable ThinkPad Edge 11, starting at only 1.33kg , lightens the rigors of your daily commute and helps you travel light.

Worry-free travel – with up to 6 hours of battery life, you gain the peace of mind of staying productive whenever you are away from office.

802.11n WiFi and WWAN option guarantees connection and possibility to work from anywhere

Target Customers

The Lenovo ThinkPad Edge is specifically designed for Small and Medium Businesses professionals who frequently work away from the office and need small and light but still good performing machine.

Promo: 50€ Cash Back on Edge-series!*

Specifications

•11.6” HD (1366x768) LED Glossy or Antiglare display

•Starting weight 2.93lbs (1.33kg) with a 3-cell battery 3.31lbs (1.5kg) with a 6-cell battery

•Good performance with: Intel® U5400 and Intel® i3-380UM or AMD Athlon™ Neo K125 and AMD Athlon™ Neo X2 K325 / AMD™ RS880MN + SB820M

•Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec

Top Options	Part Number
ThinkPad USB Port Replicator with Digital Video	45K161x
Lenovo Power Hub	57Y46xx
DVD writer powered by 1 or 2 USB ports	43N3264

*Selected countries

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ThinkPad™ Edge 13” v.2 Notebooks

Overview

The new refreshed ThinkPad® Edge 13” with Intel® Core™ i3 and AMD Athlon™/ AMD Turion™Processor is the latest addition to the ThinkPad family. A comprehensive computing solution with a new design, ease-of-use multiple connectivity options and green attributes make ThinkPad Edge 13” the right choice for small businesses. And the right tool for business success

Unique Selling Points

The ThinkPad Edge 13" notebook, with high-performance processors (Intel® and AMD), is designed to offer ease-of-use features that enhance productivity with:

- Legendary Thinkpad quality and durability inside a new elegant design
- Unique typing experience : New spill-resistant keyboard design & Multi-gesture touchpad
- Always connected : wireless connectivity options (Wi-Fi, Gigabit Ethernet, Bluetooth®, WWAN)
- Excellent battery life – up to 8 hours with the 9 cells battery
- Simplified utilization & managed security and connections with ThinkVantage Technologies

Target Customers

The Lenovo ThinkPad Edge is specifically designed for Small and Medium Businesses who are looking for

- stylish, attractive systems that work reliably
- require reliable support and services and may not have dedicated IT support and want to minimize downtime
- perform multiple tasks at various locations and need enhanced connectivity and productivity
- value their time and expect simplicity from their computing experience

Specifications

- Large 13.3" widescreen, 1366 x 768 (High Definition), LED back-lit display
- Starting weight 1.64kg (4 cell battery)
- Up to Intel® Core™ i3-380UM, or Up to AMD Turion™ X2 K625 / RS880MN / SB820M
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec

Promo: 50€ Cash Back on Edge-series!*

Top Options	Part Number
USB Port Replicator with Digital Video	45K161x
Lenovo USB Portable DVD Burner	43N3264
Lenovo 90W Ultraslim AC/DC Combo Adapter	45K161x

*Selected countries

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ThinkPad™ Edge 15” Notebooks

Overview

The ThinkPad Edge 15" is one of the latest addition to the ThinkPad family. This stylish small business notebook provides the perfect blend of business and consumer features packed in a elegant industrial design.

Unique Selling Points

- Legendary Thinkpad quality and durability inside a new elegant design
- Lenovo Enhanced Experience for Windows® 7enables faster system boot-up time
- A new low-light sensitive webcam & enhanced audio capabilities for perfect video or web conference
- Active Protection™ System helps prevent fatal mechanical hard disk drive failure
- Unique typing and navigation experience : New spill-resistant keyboard design & Multi-gesture touchpad
- Simplified utilization & managed security and connections with ThinkVantage Technologies

Promo: 50€ Cash Back on Edge-series!*

Target Customers

- Small & Medium business and the individuals behind it.

Top Options	Part Number
Lenovo Power Hub	57Y46xx
Lenovo Essential Notebook Stand	45J9292
Lenovo Security Cable Lock	57Y4303

Specifications

- 15.6", 16:9 HD (1366 x 768), LED backlight display
- Starting weight 2.49kg (4 cell battery)
- Up to Intel® Core™ i5-460M processor or up to Turion™ II X2 P540 Processor AMD™ RS880M processor
- Low light sensitive 1600 x 1200 camera

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*Selected countries

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ThinkPad™ | SL 510 Notebooks

Overview

The Lenovo ThinkPad SL510 Laptops are built with features for both serious business and fun. with the ThinkPad's unmatched reliability, features, security and services at a reasonable price.

Unique Selling Points

- Energy-efficient features that help reduce Total Cost of Ownership
- Optimized VOIP options to enhance user experience in digital communication
- Intel's High-Definition Audio and High-Definition Multimedia Interface (HDMI) for multichannel audio output and protected digital data transmission
- Clean design with a matte black top cover and scratch resistant ABS
- High-level support and excellent service that has achieved global recognition
- Lenovo Enhanced Experience for Windows® 7enables faster system boot-up time

Target Customers

Small and medium businesses looking for reliable computing solutions at a reasonable price point

Specifications

- 15.6" HD LED VibrantView or Antiglare (16:9)
- Starting weight 2.56 kg
- Up to Intel® Core™2 Duo T6670 processor
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec

Top Options	Part Number
ThinkPad Battery 25++	51J0500
Lenovo USB Portable 500GB Hard Drive	45K1690
ThinkPad USB Port Replicator with Digital Video	45K161x

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ThinkPad™ L412/ L512 Notebooks

Overview

ThinkPad™ L412 and L512 Laptops, a perfect blend of productivity and durability at an affordable starting price. ThinkPad L series comes with the latest technologies for high performance along with high capacity batteries.

Unique Selling Points

- Redesigned legendary 2010 6-row keyboard for enhanced experience and usability
- Industry leading VOIP with user friendly start-up application
- Lenovo Enhanced Experience for Windows® 7enables faster system boot-up time (by up to 57% than non-optimized systems)
- 8 Mil Specs Certified : most robust and reliable notebook in the market
- Greenest notebook in the industry : 40% less energy consumed, 50% less CO2 emission, 30% post consumer content

Target Customers

Large Enterprise customers searching for high performance and low total cost of ownership.

Promo: 50€ Discount on Mini Dock bundle with L-series!*

Specifications

- Up 14" HD (1366 x 768) LED-backlit (16:9), anti-glare display
  15" HD (1366 x 768) LED-backlit (16:9), anti-glare display
- Starting weight 2.37 kg with a 6-cell battery (L412)
  2.61 kg with a 6-cell battery (L512)
- Up to Intel® Core™ i5-560M (2.66 GHz, 3 MB L3) NV
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time- 5 sec

Top Options	Part Number
ThinkPad Mini Dock Series 3	45N66xx
Lenovo Business Messenger Case	51J0475
ThinkPad Mini Dock Series 3	41R4xxx

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ThinkPad™ | T410/ T510 Notebooks

Overview

The ThinkPad T Series represents a complete line up of innovative thin and light notebooks and is designed to enhance productivity, durability and connectivity.

Unique Selling Points

- Best in class keyboard (including spill resistance tests)
- Best cool & quiet design (using to Vents and 2 heat pipes)
- Provides outstanding Data protection (*RIGID* & *SHOCK* absorbing HDD design)
- Bright LED display (220 Nits on T410, up to 270 Nit on T510)
- Lenovo Enhanced Experience for Windows® 7enables faster system boot-up time 57% than non-optimized systems
- Best in class VOIP system
- 8 military specs testing
- The best power management system

Promo: 3y OS NBD Warranty bundle for only 1€!*

Target Customers

Ideal for mobile professionals in LE and SMB space who need no-compromise performance and discrete graphics solutions

Specifications

- Up to 14.1" WXGA + (1440 x 900) 16:10 aspect, 200 Nit
  15.4" FHD (1920 x 1080) 16:9 aspect Anti-Glare, 280 nit, 95% color gamut
- Starting weight 2.23 kg (T410) , Starting at 2.67kg (T510)
- Up to Intel® Core™ i7-620M processor
- Lenovo Windows® 7 Enhanced Experience—
  startup time - 20 sec and shutdown time - 5 sec

*Selected countries

Top Options	Part Number
ThinkPad Mini-Dock Series 3	45N6678
Lenovo 90W Ultraslim AC/DC Combo Adapter	41R4xxx
ThinkPad Business Backpack	43R2482

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ThinkPad™ | T410s Notebooks

Overview

ThinkPad T-Series notebooks are designed to give a perfect blend of portability, Performance and energy-efficiency. The new enhanced ThinkPad T410s design incorporates the best T-Series features, in a sub four-pound form factor.

Unique Selling Points

Best notebook technology in the industry – light, robust, performing, ease of use

- Best in class keyboard (including spill resistance tests)
- Lightest notebook in this category : 1.77 Kg for 14” with optical disk drive while being the most robust (8 military tests)
- Best cool & quiet design and Best Data protection
- Best VOIP system
- Lenovo Enhanced Experience for Windows® 7enables faster system boot-up time

Target Customers

- Field and outdoor service workers/ Sales reps/ Corridor warriors
- Frequent Business Travelers

Specifications

- Up to 14" WXGA + 1440 x 900 with Multitouch
- Up to Intel® Core™ i5-540M processor
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec

Promo: 3y OS NBD Warranty bundle for only 1€!*

*Selected countries

Top Options	Part Number
ThinkPad Mini-Dock Series 3	45N6678
Lenovo 90W Ultraslim AC/DC Combo Adapter	41R4xxx
ThinkPad Business Backpack	43R2482

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ThinkPad™ | X100e Notebooks

Overview

The ThinkPad X100e notebook is a professional grade entry ultraportable that combines high mobility, usability and value for money. The ThinkPad X100e offers legendary ThinkPad reliability and is backed by award-winning customer support and Services

Unique Selling Points

- Easier to use and delivers better 50% more performance than Atom™ based notebooks
- Best keyboard in the industry, full sized, spill resistant for a much better experience than a netbook
- Priced very attractively.
- Lenovo Enhanced Experience for Windows® 7
- Commercial grade warranty and services
- Designed to work in corporate level IT environments

Target Customers

- Large Enterprises
- Educational Institutions , students
- Small and Medium Businesses

Top Options	Part Number
Lenovo Power Hub	57Y46xx
ThinkPad In-Ear Headphones	57Y4488
ThinkPad USB Laser Mouse	57Y4635

Specifications

- 11.6" HD (1366x768) LED backlight, 200 nit
- Starting weight 1.48 kg with a 6-cell battery
- AMD TurionTM Neo X2 Dual-Core Mobile Processor and AMD AthlonTM Neo X2 Dual-Core Processor
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec
- 6-row, ISO full-size, spill-resistant (new design)
- Provides a new low-light sensitive webcam for better image quality

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ThinkPad™ | X201 Notebooks

Overview

- No-compromise ultraportable with the fastest CPUs, longest battery life and lightest weight with advanced VoIP features and optional WWAN and 3G support.

Unique Selling Points

- Up to 25% greater performance with similar battery life as competitors (turbo boost and hyper-threading included)
- Powered Always on USB port for Blackberries, Ipod's, other USB devices
- Enhanced expansion via X201 Ultrabase: ports, optical support and faster battery charging
- Enhanced multimedia and VoIP experience
- Excellent data security with enhanced fingerprint reader ® and power-on authentication, Active Protection System™, and ThinkVantage® Rescue and Recovery®
- Durable military specs design

Target Customers

- Frequent travelers
- Corporate executives
- Sales executives
- Students
- Foot soldiers (e.g. doctors, nurses & field surveyors)
- IT Departments that support the above groups

Specifications

- 12.1" Widescreen Display (1280 x 800)
- Starting weight 1.34 kg
- Up to Intel® Core™ i7-620M processor
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec
- Full docking capability

Promo: 3y OS NBD Warranty bundle for only 1€!*

*Selected countries

Top Options	Part Number
ThinkPad X200 Ultrabase	43R8781
Lenovo 90W Ultraslim AC/DC Combo Adapter	41R4xxx
ThinkPad Ultraportable Case	41U5062

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ThinkPad™ | X201 tablet Notebooks

Overview

ThinkPad X201 Tablet is a thin, light weight and reliable convertible tablet laptop that offers pen, finger and keyboard input options required by mobile professionals who need quick access to electronic data while working outdoors or indoors

Unique Selling Points

- Highly portable design—starting at 1.6kg and 0.83 inch thickness and over 8-hour maximum battery life
- Optional outdoor panel for productivity even in glaring Sunlight
- Advanced temperature control and cooling technology
- Full-size and spill-proof keyboard,
- Multitouch touchpad
- Industry leading VoIP experience
- Advanced wireless connectivity options—Wireless WWAN, Wireless LAN and Bluetooth
- Excellent data security

Target Customers

- Field-sales professionals
- Healthcare professionals
- Field engineers
- Logistics or retail management industry
- Students

Promo: 3y OS NBD Warranty bundle for only 1€!*

Specifications

- Up to 12.1" Multitouch LED WXGA panel with Wide Viewing Angle
- Starting weight 1.6kg with 4 cell battery
- Up to Intel® Core™ i7-620M processor
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec

Top Options	Part Number
ThinkPad X200 Ultrabase	43R8781
ThinkPad X200 Tablet Sleeve	43R9115
ThinkPad Battery 12++	43R9257

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*Selected countries

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ThinkPad™ W510 Notebooks

Overview

ThinkPad W Series represents a complete line-up of high performance mobile workstations. These are ISV certified to run the most demanding graphic intensive applications. ThinkPad W Series offers you quality, performance, and reliability.

Unique Selling Points

- High-resolution and high-color gamut display with consistent reproducible colors through color calibration
- High performance for professional graphical application: Dual core and Quad Core processor, RAID configuration, nVidia Quadro FX card, open GL, SSD
- Digitizer option
- Hardware certified by Independent Software Vendors (ISV) to run their graphically and computationally intensive applications
- Improved file transfer rates via USB 3.0
- Durable military specs design

Target Customers

• Customers that needs to run run graphically and computationally intensive applications,

Specifications

- Up to 15.6” RG-ph LED FHD (95% Gamut 270 NIT) (1920x1080) display
- Starting weight 2.67kg (6cell battery)
- Up to Intel® Core™2 Extreme i7-920XM processor
- Intel® 5 INT and NVIDIA® Quadro® FX 880M (1GB DDR3) graphics
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec

Top Options	Part Number
ThinkPad Mini Dock Plus Series 3 for Mobile Workstations	433820U
ThinkPad Business Topload Case	43R2476
ThinkPad eSATA/USB 500GB Secure Hard Drive	57Y4400

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ThinkPad™ W701/ W701ds Notebooks

Overview

- ThinkPad W701/W701ds offers you quality, performance and reliability in a high performance mobile workstation. The ThinkPad W701/W701ds notebooks come equipped with the new top Intel®Core™ i7Processors and high performing NVIDIA® Quadro® FX Graphics

Unique Selling Points

- High-resolution and high-color gamut display with consistent reproducible colors through color calibration.
- High performance for professional graphical application: Quad Core processor, RAID configuration, nVidia Quadro FX card, open GL, SSD.
- Lenovo is certified on most industry leading workstation applications.
- Comes with optional dual screens to enable them to work with multiple applications simultaneously
- Durable military specs design

Target Customers

- People that need hardware certified by Independent Software Vendors (ISV) to run their graphically and computationally intensive applications
- Users that require a level of performance of a workstation within a notebook form factor

Specifications

- Up to 17" WXGA+ (LED), Brightness 200nit with Integrated 2nd Display second display on W701ds 10.6” WXGA LED
- Starting weight 4.07kg (single screen)
- NVIDIA® Quadro® FX Graphics
- Embedded X-Rite Color Calibration Sensor and Wacom® digitizer
- Up to Intel® Core™ i7-920XM Extreme processor
- (2.00GHz 1333MHz 8MBL2, 55W)
- NVIDIA® Quadro® FX 3800M (1GB DDR3, 128 cores) graphics
- Lenovo Windows® 7 Enhanced Experience—startup time - 20 sec and shutdown time - 5 sec

Top Options	Part Number
ThinkPad Mini Dock Plus Series 3 for Mobile Workstations	433820U
ThinkPad 17W Business Topload Case	43R9117
ThinkPad eSATA/USB 500GB Secure Hard Drive	57Y4400

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The Essential Opportunity

A perfect blend of design, cutting-edge capabilities and peace of mind.

MAKE LIFE MORE FUN

We believe that life is to be enjoyed and that personal computers can make life more fun through games, music, pictures, learning, sharing and online communities.

Other computers try to be all things to all people. Not IDEA PCs.

IDEA PCs have only one mission: adding more fun to your life.

When you want to have fun, IdeaPad® and IdeaCentre® are the brands of choice.

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B series -- An Affordable SMB/SOHO Notebook

Affordable Price

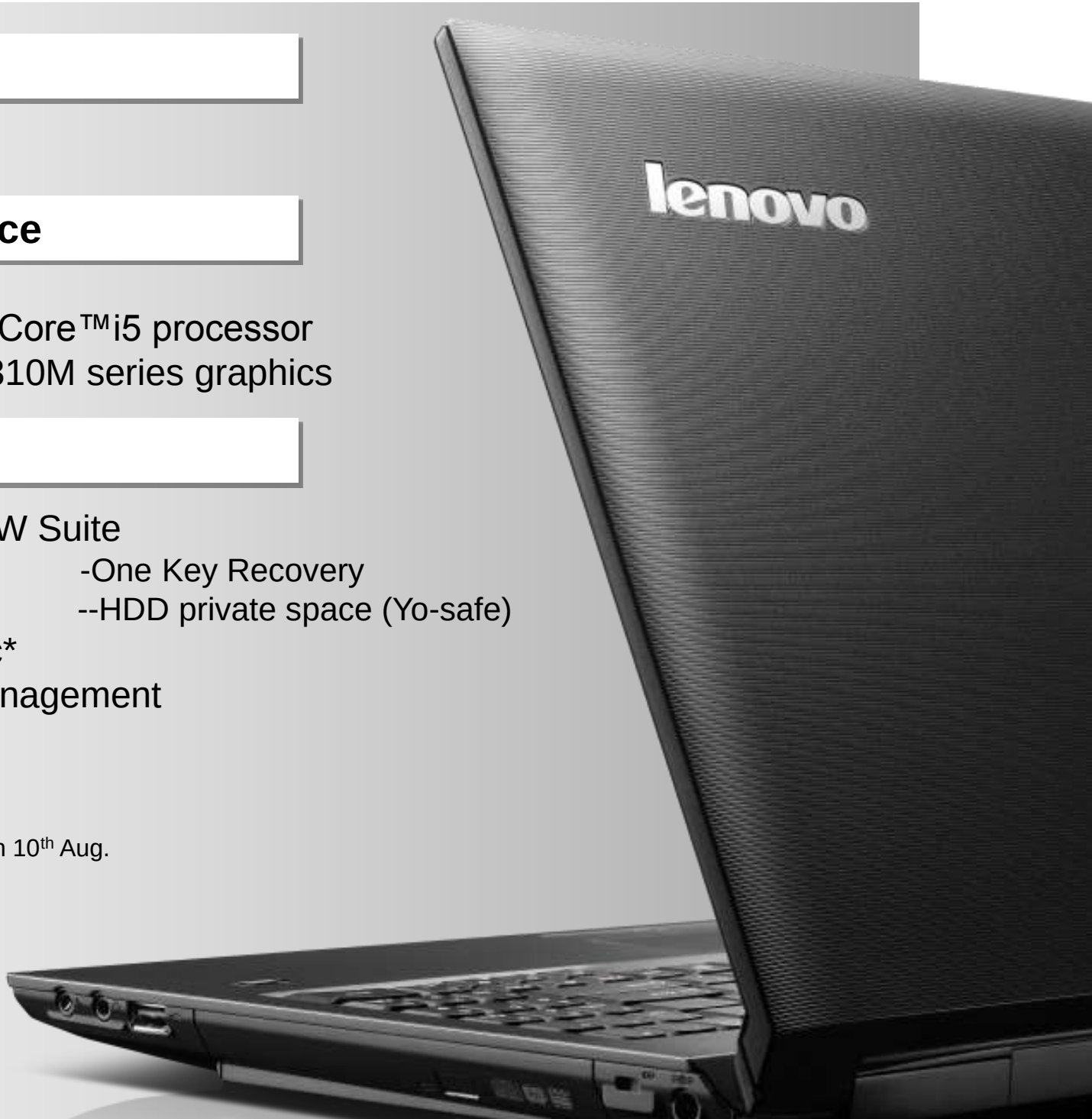
- US$ 399 – 599

Up to Date Performance

- Up to 2010 Intel® Core™i5 processor
- NVIDIA GeForce 310M series graphics

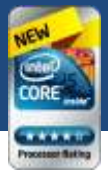
Worry Free

- Lenovo Security SW Suite
  - --BIO access
  - --USB port locker
  - -One Key Recovery
  - --HDD private space (Yo-safe)
- Switchable graphic*
- Lenovo energy management



* B560 supports Optimus ever since SS in 10th Aug.

B560 Messaging



POSITIONING STATEMENT

The Lenovo B560 affordable notebook for businesses includes features and technologies that will help you up your personal productivity, so you can spend more time having fun doing the things you love.

SELLING SUMMARY

◆Up to Intel® Core™ i5 processor with Intel Turbo Boost Technology*
◆Reliably engineered for small and medium businesses, from the makers of ThinkPad
◆Lenovo Energy Management – protects the long-term durability of the battery and uses advanced energy-saving technology to increase time spent between charges

BRAND PROOF POINTS

Get entertained with 15.6” HD display and an integrated DVD reader/writer
Rest easy with security and time-saving tools that help to take care of your PC and data, and be more productive in the office

SOUND BITES & COPY

An affordable way to up your personal productivity

Fun is upping your personal productivity, so you can spend more time doing the things you love; with Lenovo B Series affordable notebooks for businesses, you can work smarter with time-saving technologies and the latest processing power at your fingertips.

Fun is doing business, then relaxing; with the Lenovo B560 affordable notebook for businesses, you can spend more time relaxing, with the smart performance of the all new 2010 Intel® Core™ processor family helping you blaze through work tasks at speed. Integrated security tools that protect your data, and time-saving data recovery and battery life technology mean you can focus on what you do best. So whatever your idea of fun is, the Lenovo B Series will get you there sooner.

Fun is getting a personal productivity boost, so you can relax at home; with the Lenovo B560 affordable notebook for businesses, you can spend more time having fun doing the things you love, thanks to the smart performance of the all new 2010 Intel® Core™ processor family helping you blaze through work tasks at speed. Other time-saving technologies include OneKey™ Rescue System, for quick data backup and recovery, and Lenovo Security Suite which encrypts and remembers all your passwords so you can securely recall them with ease. With an integrated DVD reader/writer, FingerPrint Reader and much more besides, you’ll find that the B560 has been reliably engineered for businesses, so you can focus on what you do best. So whatever your idea of fun is, the Lenovo B560 will get you there sooner.

V series - A Perfect Balance for SMB and Style

A Sharp Professional Design

- Real metal A/C cover
- Sleek outlook
- Thin and light
  - -15” notebook as thin as only18mm*

Up to Date Performance

- 2010 Intel® Core™i7/i5/i3 processor
- NVIDIA GeForce 310M series graphics (V460/560)
- NVIDIA GeForce 305M series graphics (V360)

Worry Free

- Lenovo Security SW Suite
  - --BIO access
  - --USB port locker
  - --APS
  - -One Key Recovery
  - --HDD private space (Yo-safe)
- Switchable graphic**

List Price

- US$ 499-799

* Measured at thinnest side.
**V560 automatically controlled by Optimus

V560 Messaging

POSITIONING STATEMENT

The IdeaPad™ V560 notebook for businesses will help you present a sharp professional look, and includes useful security and time-saving tools, to help you work smarter and faster, so you can spend more time having fun doing the things you love.

SELLING SUMMARY

◆Up to Intel® Core™ i7 processor with Intel Turbo Boost Technology*
◆Reliably engineered for small and medium businesses, from the makers of ThinkPad
◆A range of security and time-saving tools designed for business users

BRAND PROOF POINTS

Get entertained with a 15.6” HD display, integrated DVD reader/writer and NVIDIA Optimus graphics technology
Be stylish with a sharp professional look, metallic cover and thing 21mm design
Rest easy with security and time-saving tools that help to take care of your PC and data, and be more productive in the office

SOUND BITES & COPY

Work smarter and faster, so you can spend more time doing the things you love

Fun is getting your work done faster so you can spend more time doing the things you love; with the IdeaPad™ V560 notebook for businesses, you can work smarter with time-saving technologies and robust security tools.

Fun is finishing work on time; with the IdeaPad™ V560 notebook for businesses, you can spend more time at leisure, with the smart performance of the all new 2010 Intel® Core™ processor family helping you blaze through work tasks at speed. Robust integrated security tools that protect your data, and time-saving data recovery and battery life technology, mean you can focus on what you do best. So whatever your idea of fun is, the IdeaPad™ V560 will get you there sooner.

Fun is being and looking sharp at the office, so you can relax at home; up your game with the sharp professional styling of the IdeaPad™ V560 notebook for businesses, and the smart performance of the all new 2010 Intel® Core™ processor family that helps you blaze through work tasks at speed. Other technologies include OneKey™ Rescue System, for quick data backup and recovery, and Lenovo Security Suite which includes robust security tools that will encrypt and protect your data from prying eyes, along with a Fingerprint Reader, USB Port Locker, and an integrated DVD reader/writer. The V560 is reliably engineered for businesses, and includes Lenovo Enhanced Experience for Windows® 7, for fast boot and shutdown, rich multimedia capabilities and easy system maintenance tools. So whatever your idea of fun is, the IdeaPad™ V560 will get you there sooner.

ThinkCentre™ Desktops

Bringing manageability, security and rock solid reliability to your business.

ThinkCentre Portfolio

New!

A70 SFF & Tower

Better performance with DDR3 memory
•Better user experience with: Win7 Enhanced Experience
•20% space saving on TWR
•better acoustic
•better thermal performance
•improved keyboard & mouse

Starting at
€ 345

A70z 19" Wide AIO

•19" 16:10 lower power panel
•Save 70% Space over DT + LCD
•3 mounting options via VESA Mount
• Excellent Cable management
•Box to Boot Time 3 min, - Boot up in under 35 sec
•Easy access HDD & RAM Easy carry handle
• ES5.0 compliant

Starting at
€ 599

M58 / M58p eco USFF, SFF & Tower

•Lowest TCO
•Low power consumption Supports vPro on p models DDR3
•DisplayPort & VGA outputs
•Tool-less access
•Full TVT
•ES5.0 compliant

Starting at
€ 559 for M58
€ 659 for M58p

M90 / M90p eco SFF , SFF & Tower

•Incredible performance with Intel® i-Core™ CPUs
•Win 7 Enhanced Experience pre-load
•Cost-saving remote PC management tools
•No-compromise security
•Boosts productivity
•Green features—healthy environment
•Energy-efficient
•Ergonomic industrial design

Starting at
€ 599 for M90
€ 739 for M90p

New!

M90z 23" Wide AIO

•1st Corporate AIO
•23" 16:9 low power panel
•The ThinkCentre M90z boosts productivity with Intel® i-Core™CPU
•Space efficient with a small footprint
•Multi-Touch Support available
•Dual Monitor Support
•Can be used as stand alone monitor
•As fast as 35 Seconds to Boot-Up[1]
•ES5.0 compliant

Starting at
€ 849 non multi-touch

Featuring…

• ThinkVantage Technologies
• Lenovo Windows® 7 Enhanced Experience

** End user price*

Executive Summary

M90z

- ✓**Premium AIO**
  Intel Core I / DDR3 / TPM/ Multi-touch/ height adjustment stand/ TCO Edge
- ✓**Higher AUR to drive higher margin**

A70z

- ✓**SMB Mainstream AIO**
  70 % space saving / DDR3 update / Office 2010 starter pre-load*
- ✓**IDC forecast 44.4% AIO unit growth in 2010**

M90/p

- ✓**Premium Desktop**
- ✓**Intel Q57, vPro, TPM**
- ✓**Halo offering for performance**
- ✓**Naturally Green**
- ✓**Intel i-Core CPUs**

A70

- ✓**SMB Mainstream Desktop**
- ✓**Intel DDR3 offering**
- ✓**Office 2010 starter pre-load**

ThinkCentre ™ | A70 SFF & Tower

Overview

Powerful successor of A58 designed for SMB customers.

New chassis with stylish, professional and ergonomic ID design.

Offered as smaller 20L TWR and 11L SFF.

Unique Selling Points

- Better performance experience via DDR3 memory
- Better user experience with Lenovo Windows 7 Enhanced experience
- Better working environment experience
  - 20% space saving compared to A58 on TWR
  - better acoustic performance
  - thermal performance improvement
  - improved keyboard and mouse

Customers

Designed for SMB (<500) customers

Specifications

- DDR3 memory, up to Intel Core 2 Duo Processors
- Integrated DX10 graphics
- New Microsoft Office 2010 Starter
- ThinkVantage suite support
- Dual monitor solution (VGA + Graphics card), up to 3 monitor solution (VGA + Graphics card + USB)

Top Options	Part Number
Kensington Twin Head Cable Lock from Lenovo	45K1620
Wireless Keyboard N5901A	57Y647x
Lenovo USB-to-DVI Monitor Adapter	45K5296

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ThinkCentre ™ | A70z All-In-One

Overview

ThinkCentre A70z All-in-one PC combines the desktop and monitor into one sleek unit. It's a part of ThinkCentre's stylish new A70z series, providing a convenient to use, space saving and green PC to SMBs without sacrificing productivity and affordability.

Unique Selling Points

- Space saving
  - -Save 70% Space over DT + LCD
  - 3 mounting options via VESA Mount
  - Excellent Cable Management
- Convenience
  - Box to Boot Time 3 min, Boot up in under 35 seconds
  - Easy access HDD & Memory
  - Easy carry handle
- Green
  - ES5.0 compliant

Customers

Designed for SMB customers

Specifications

- 19"W Display
- DDR3 memory
- up to Intel Core 2 Duo Processors
- Optional Wireless Keyboard/Mouse

Top Options	Part Number
Lenovo Ultraslim Wireless Keyboard & Mouse	57Y47xx
ThinkCentre A70z Performance Stand	57Y427
Lenovo Extend Arm	57Y4352

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ThinkCentre Desktops™ | M58, M58p

Overview

Strive for the best commercial desktop in industry

ThinkCentre M58/58p takes Rock Solid security to new heights with a hardware password manager. ThinkCentre M58/58p continues Lenovo's legacy of making highly reliable PCs.

Unique Selling Points

The lowest Total Cost of Ownership

Low power consumption from an eco-friendly, ultra small form factor that doesn't compromise expandability

The newest technologies and components, from DDR3 to DisplayPort

Excellent design features, like tool-less access

Most secure, manageable on energy bills through Power Manager and greenest ThinkCentre ever

Saves up to $71 per year per desktop

Customers

M58p - WW Relationship-model stable offering for LE/MM (vPro system)

M58 – Stable offering for SMB(non-vPro system), Mainly for TopSeller Customers

Specifications

Intel®Pentium® Processor with dual-core, 1033MHz system bus, and 6MB L cache processor,Intel® Q45 Chipset

The 2nd PCIex16 can only work as PCIex4

Mainstream discrete graphic cards request PCIex16 for full performance

On-Board Displayport

Top Options	Part Number
Kensington Twin Head Cable Lock from Lenovo	45K1620
2GB PC3-8500 1066Mhz DDR3 UDIMM Memory	45J5435
Lenovo USB 2.0 Portable 320GB Hard Drive	45K1689

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ThinkCentre Desktops™ | M90, M90p

Overview

The Lenovo ThinkCentre M90 / M90p is designed for businesses that desire high-performance, secure and energy-efficient desktops to meet their sophisticated needs with maximized returns.

Unique Selling Points

Incredible performance with Intel® Core™ processors
New Windows ® 7 Lenovo Enhanced Experience pre-load
Cost-saving remote PC management tools
No-compromise security
Boosts productivity
Green features—healthy environment
Energy-efficient
Ergonomic industrial design

Customers

Large enterprises, Mid-market Businesses

Specifications

SFF, TW Quad Core: Core i7-870, Core i7-860, Core i5-750
EUSFF, SFF &TWR Core i5-6x0 series, Core i3-5x0 series Pentium G6950
2(SODIMM) and 4 (UDIMM) slots
Memory up to 16GB

Top Options	Part Number
Vertical PC & Monitor Stand (Eco USFF)	41R4474
Lenovo 512MB nVidia GeForce 310 DMS59 Dual-DVI, Dual-VGA (Tower,SFF)	57Y4167
ThinkPad eSATA/USB 500GB Secure Hard Drive	57Y4400

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ThinkCentre ™ | All-In-One M90z

Overview

ThinkCentre redefines enterprise-level computing by combining the might of ThinkCentre M90/M90p with the convenience of the ThinkCentre A70z all-in-one! And with the high performance, security and manageability features of an M-Series

Unique Selling Points

The ThinkCentre M90z boosts productivity with the all new 2010 Intel® Core™ Processors

It is also space efficient with a small footprint, no cable clutter and wireless mouse & keyboard[3].

Multi-Touch Support[1],Dual Monitor Support, Stand-Alone Monitor Option

As fast as 35 Seconds to Boot-Up[1]

Customers

Mainly focusing on acquisition relationship customers

Finance, health care, retail and hospitality industry, etc.

Premium offering for SMB

Specifications

Integrated 23-inch widescreen (16:9),Built-in 2 Mega Pixel HD Webcam

Built-in Digital Array Microphones,

More energy efficiency , over 54$ saved in energy cost

Auto-Brightness Control, over 8$ more off energy saving.

Tool Less Design, Easy to Carry Back-Handle

Latest vPro

Top Sellers	Part Number
Lenovo Extend Arm	57Y4352
Kensington MicroSaver Security Cable Lock from Lenovo	73P2582
Lenovo Ultraslim Wireless Keyboard & Mouse	57Y47xx

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ThinkVision™

Pioneering a new generation of monitors.

ThinkVision®

- Quality
- Value
- Longevity
- Energy Star 5
- Standardized
- Advanced Features
- Ergonomic Stands
- EPEAT Gold

17”

L1711p

5047HB2

17“
Energy Efficient Entry performance monitor
Aspect: 5:4
Res: 1280x1024
Inputs: VGA + DVI
Height/Tilt Stand
TCO 05

19”W

L197w

4434EN1

19" wide
Energy efficient low cost 19” Wide monitor
Aspect: 16:10
Res: 1440x900
Inputs: VGA + DVI
Tilt/Stand
TCO 05

19”W

L1951p

2448HC6

19" wide
Energy efficient performance 19” Wide monitor for optimal ergonomics
Aspect: 16:10
Res: 1440x900
Inputs: VGA+DVI
Height/Tilt Stand
TCO 05

19”

L1900p

4431HE1

19"
Energy efficient performance 19” standard monitor for optimal ergonomics and legacy applications
Aspect: 5:4
Res: 1280x1024
Inputs: VGA + DVI
TN panel
TCO 03

22”W

L2250p

2572HB6

22.0" wide
Energy efficient entry performance 22” Wide monitor with height adjustment
Aspect: 16:10
Res: 1680x1050
Inputs: VGA + DVI
TN panel
Low Power
Height/Tilt Stand
TCO 05

22”W

L2251p

2572HD6

22.0" wide
Energy efficient performance 22” Wide monitor for optimal ergonomics
Aspect: 16:10
Res: 1680x1050
Inputs: VGA + DP
TN panel
Low Power
Ergonomic Stand
TCO 05

22”W

L2251x

2578HB6

22.0" wide
The greenest and most ergonomic monitor.
The world’s 1st TCO Certified Edge monitor.
Ambient Light Sensor and Proximity Sensor plus Integrated Webcam
Aspect: 16:10
Res; 1680x1050
Inputs: VGA + DP
LED Panel
USB Hub

23”W

L2321x

4014HB6

23.0" wide
World’s 1st 2 Monitors in 1
Use Windows Extended DT for multi on 1 monitor
USB Hub
Aspect: 16:9
Res: 1920x1080
Inputs: VGA + DP
CCFL panel
Low Power
Full HD resolution
Ergonomic Stand
USB Hub
TCO 05

24”W

L2440p

4420HB2

24.0" wide
Energy Efficient HD performance 24” monitor, ideal for CAD etc
Aspect: 16:10
Res: 1920x1200
Inputs: VGA + DVI
Slim TN panel
Full HD resolution
Ergonomic Stand
USB Hub
TCO 03

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- Quality
- Value
- Longevity
- Energy Star 5
- Standardized
- Advanced Features
- Ergonomic Stands
- EPEAT Gold

18.5”

D186W

2580AB1

18.5"
Entry volume wide screen monitor.
Aspect: 16:9
Res: 1366x768
Inputs: VGA
Height/Tilt Stand
Low Power Consumption

20”W

L2021

2120HB1

20" wide
With High Definition resolution, it delivers superior details.
The NovoVision optimizes the contrast and brightness, to enhance the brilliant images
Aspect: 16:9
Res: 1600x900
Inputs: VGA+DVI
Height/Tilt Stand
TCO 05
EPEAT Gold

21.5”W

L2230x Wide

5453HB1

21.5" wide
It’s the perfect Ultraportable companion. World’s 1st port rep monitor via single USB connect the screen up to 3 peripherals, LAN and Audio
Aspect: 16:9
Res: 1920x1080
Inputs: VGA + USB
USB Hub
Audio pass through
LAN
White LED panel
Low Power
TCO Certified Edge
EPEAT Gold

23.6”W

L2461x Wide

4015HB1

23.6" wide
Attractive Multitouch and Thin Profile. It combines new technology with environmental regulations
Aspect: 16:9
Res: 1920x1080
Inputs: 1 x HDMI 1.3, 1 x VGA
USB Hub
Integrated 2.0M Camera and digital Microphone array
Integrated speakers
White LED panel
120Hz double frame motion blur free
Windows 7 support
Touch control pad
TCO 05

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ThinkVision L2321x Wide. World's 1st '2 in 1' Monitor:
The Ultimate Productivity Tool for Enterprise

Compatibility
- Perfect for legacy applications
- Sub screen covers 1280x1024 (5:4)
- Works with any PC with VGA & DP outputs

Productivity Tool
- Allows you to use Windows extended desktop with 1 monitor
- Functions as 1 or 2 monitors
- Toggle via OSD (XP) or Lenovo s/ware (Win 7)
- Sub screens enable real multi-tasking
- PIP mode plus 50/50 split screen in landscape or portrait

Green Leadership
- TCO Edge Certified /ES 5.0/EPEAT Gold
- Up to 65% PCC (Post Consumer Content)
- Save up to 18% power consumption*

Thoughtful Design
- USB hub
- Ergonomic stand with Pivot functions
- Intuitive OSD & Streamlined setup
- Save desk space over 2 monitors

NEW WORLD. NEW THINKING.* Compared with 2 units of L1900p as dual monitor solution

ThinkVision

Lenovo L2230x Wide Monitor. World's 1st monitor with USB port replicator:

The Ultimate Ultraportable Companion

Convenience & Mobility

- Single USB connection to:
  - Monitor
  - 3 USB peripherals
  - LAN
  - Speakers & Microphone
- Easy to set up
- Cleaner desktop space

Productivity Boost

- 197.7% additional display area *
- 32% larger font *
- Multi-monitoring with extended desktop

Green Leadership

- Mercury free (WLED backlight)
- TCO Edge Certified /ENERGY STAR 5.0/EPEAT Gold
- Up to 65% PCC (Post Consumer Content)

One USB Connects All!

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* Compared with 11.6" laptops

Lenovo L2021 Wide (20”, 16:9)

Marketing Statement:

- Transactional HERO supports HD+

Purpose:

- Replace current 20” wide offering with optimized cost

Unique Selling Points:

- Low power
- 50% Less Mercury
- HD+ 1600x900

Announce: 21° of Sep, 2010

Key Features:

Model Name	L2021 Wide
Panel Size	20" Wide
Resolution	1600 x 900
Brightness	250 cd/m2
Contrast Ratio	1000:1
Viewing angle (H x V @ CR 10:1)	160/160
Response Time (Typical)	5ms
Panel Type	TN
Power Consumption (w/o soundbar) (Typ./Max)	22w / 27w
Video Input Signals	Analog + DVI-D (HDCP)
TCO	5.0
EPEAT	Gold
ENERGY STAR	5.0
Stand	Tilt Only
40”/20” container loading	1520/720 sets
Warranty	3 yr

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NEW WORLD. NEW THINKING.

ThinkStation™ and ThinkServer™

Enterprise Class products for Business

ThinkStation

E20

- Entry workstation with powerful NVIDIA & ATI graphic along with top ISV certifications
- Intel Xeon and Core I CPU support + ECC memory
- Intel AMT 6.0
- RAID + SSD support
- EPEAT Gold and Energy Star

Starting at 729 EUR

S20

- Latest Intel® Westmere Xeon workstation technology
- SAS/SATA/SDD + RAID
- NVIDIA and ATI Fire Pro graphics support along with ISV certifications
- up to 24 GB RAM
- up to FX5800
- Midrange workstation for CAD/CAM & DCC

Starting at 969 EUR

D20

- Dual CPU support
- Latest Intel® Westmere Xeon workstation technology
- SAS/SATA/SDD + RAID
- up to 192 GB RAM
- up to 2 x FX5800
- NVIDIA and ATI Fire Pro graphics support along with ISV certifications
- High end workstation for 3D design, DCC and Oil & Gas industry
- SAS/SATA/SDD + RAID
- EPEAT Gold and Energy Star

Starting at 1599 EUR

C20

- Smallest dual CPU workstation on the market
- The Quietest and the coolest experience in 2P workstation
- Up to 96GB RAM
- Up to FX5800
- SAS/SATA/SSD support with RAID
- Intel Westmere CPU support
- NVIDIA and ATI Fire Pro graphics support along with ISV certifications
- Designed for finance & High-end CAD/CAM/CAE
- EPEAT Gold and Energy Star

Starting at 1379 EUR

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ThinkStation™ | E20

Overview

- The ThinkStation E20 is the perfect solution for price-sensitive, specialized professionals of computer-aided design and digital content creation due to its cool and quiet operating profile, allowing users to be more creative and productive with the work at hand.

Unique Selling Points

- Near-silent operation and tool-less design
- Powerful NVIDIA & ATI graphic along with top ISV certifications
- Latest Intel CPU & DDR3 ECC memory support
- EPEAT Gold and Energy Star Compliance

Target Customers

- Entry CAD/CAM & Adobe users
- Small & Mid-sized Businesses
- Graphic designers & WEB developers

Specifications

- Xeon & Core i CPU series support
- Up to FX1800 nVidia graphic card
- Intel AMT 6.0
- RAID + support of SSD drives

Top Options	Part Number
NVIDIA Quadro FX 580	45K1671
ATI FirePro V5700	51J0510
2GB PC3-10600 DDR3-1333 ECC UDIMM Memory	43R2033

Series	Part Number	MTM	Processor	Memory	HDD	Grpahic	Optical	Warranty	OS preloaded
E20	VJD61xx	422261G	Core i5-650	2 x 2GB	500 GB SATA	Integrated	DWD RW	3 years	Win 7 64
E20	VJD16xx	422216G	Core i5-670	2 x 2GB	500 GB SATA	Integrated	DWD RW	3 years	Win 7 64
E20	VJD21xx	422221G	X3440	2 x 2GB	500 GB SATA	GFX less	DWD RW	3 years	Win 7 64
E20	VJD75xx	422275G	Core i3-550	2 x 2GB	500 GB SATA	Integrated	DWD RW	3 years	Win 7

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ThinkStation™ | S20/D20

Overview

- Engineered for professional users of graphically and computationally intensive applications who require a level of performance unattainable with a standard desktop PC.

Unique Selling Points

- NVIDIA and ATI Fire Pro graphics support along with ISV certifications
- Latest Intel® Westmere Xeon workstation technology
- EPEAT Gold and Energy Star Compliance

Target Customers

- CAD 2D/3D, DCC
- Government , Education, Healthcare
- Oil&Gas

Specifications

- Westmere CPU support
- Up to dual FX5800 nVidia graphic card
- Windows 7 Professional with Enhanced Experience
- SAS/SATA/SDD + RAID

S20

D20

Top Options	Part Number
NVIDIA Quadro FX 1800	45K1672
ATI FirePro V5700	51J0510
2GB PC3-10600 DDR3-1333 ECC UDIMM Memory	43R2033

Series	Part Number	MTM	Processor	Memory	HDD	Grpahic	Optical	Warranty	OS preloaded
S20	SNCM1xx	4105M1G	W3550	2x 2GB	146GB SAS	GFX less	DWD RW	3 years	Win 7 64
S20	SNCM2xx	4105M2G	W3503	2GB	250 GB SATA	GFX less	DWD RW	3 years	Win 7 64
S20	SNCJ6xx	4105J6G	W3550	3 x 2GB	500 GB SATA	GFX less	DWD RW	3 years	Win 7 64
D20	SNF98xx	415598G	E5640	3 x 2GB	500 GB SATA	FX 1800	DWD RW	3 years	XP32/Win 7

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ThinkStation™ | C20

Overview

- For space-constrained users in the industries of Finance and select users of CAD and DCC who require dual CPU performance in the smallest-possible form factor.

Unique Selling Points

- Support for 130W & Up to 12 DIMMs
- The Quietest and the coolest experience in 2P workstation
- 31% smaller than competition
- Intel Westmere Performance
- EPEAT Gold and Energy Star Compliance

Target Customers

- Finance
- High-end CAD/CAM/CAE
- 3D DCC, Video/Audio

Specifications

- Dual CPU Westmere CPU support
- SAS/SATA/SSD support with RAID
- Up to FX5800 nVidia graphic card
- Up to 96GB RAM
- Windows 7 Professional with Enhanced Experience

Top Options	Part Number
NVIDIA Quadro FX 1800	45K1672
NVIDIA Quadro NVS 450	57Y4398
2GB PC3-10600 DDR3-1333 ECC UDIMM Memory	43R2033

Series	Part Number	MTM	Processor	Memory	HDD	Grpahic	Optical	Warranty	OS preloaded
C20	SSD21xx	426521G	2 x E5507	2 x 2GB	500 GB SATA	GFX less	DWD RW	3 years	Win 7 64
C20	SSD61xx	426561G	2 x E5620	2 x 2GB	500 GB SATA	GFX less	DWD RW	3 years	Win 7 64
C20	SSD49xx	426549G	E5507	2GB	500 GB SATA	GFX less	DWD RW	3 years	Win 7 64

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ThinkServer Portfolio

TS200v

- Highly manageable 1P tower server
- First to market with Intel AMT 6.0
- Real server class Dependability
- Built-in RAID
- Ultra Quiet system (24dB)
- Made of 50% recycled plastics

Starting at €392

TD230

- Affordable 2P Tower system with power of Westmere CPU
- Support for up to 5 HDDs
- Whisper Quiet, up to 2x quieter than competition
- Energy Star qualified
- Rapid deployment with EasyStartup

Starting at € 965

RD240

- Supports ECC Memory
- Always-on remote management
- Up to 16TB Storage capacity
- Redundant Power Supplies
- Westmere CPU Support
- Standard Hot Swap Storage
- 3.5” HDD Support saving up to €1500 in storage costs compared to 2.5” HDD storage

Starting at € 1.315

ThinkServer™ | TS200v

Overview

- Highly manageable 1P tower server

Unique Selling Points

- First to market with Intel AMT 6.0 management
- Intel Core i3, i5, Xeon support
- Ultra quiet system (idle at 24dB)
- Energy Star certified
- Over 50% recycled plastics
- Starting at $399

Target Customers

- Small Business Owners
- Managed service providers
- Corporate Branch Offices

Specifications

- Single Processor Tower
- 2x 3.5” Direct Cabled SATA HDD support
- Intel Pentium , Core i3, Core i5, Xeon support
- Integrated RAID 0,1 Chipset

Top Options	Part Number
ThinkServer 2GB DDR3-1333Mhz (2Rx8)	67Y1388
ThinkServer 1TB 7.2K 3.5" SATA Hard Drive (DC/HS)	67Y1402
Lenovo 500GB Internal USB RDX Bundle	67Y1398

Family	MTM	EMEA PN	Warranty	Core Chipset	Processor 1	Clock speed	Memory speed/Type	Total Memory	HDD Support	HDD 1	HDD 2	Optical	Network	Diagnostics	PSU	OS
TS200v	098112G	SPO12XX	1/1	Intel x3450	DC G6950	2.80	DDR3 uDIMM - 1066MHz	1x2 GB	2x3.5" DC SATA	250 GB 7200rpm SATA	-	DVD ROM	1-port	AMT 3.0	1x280W Fixed	-
	098118G	SPO18XX	1/1	Intel x3450	DC i5-650	3.20	DDR3 uDIMM - 1333MHz	1x2 GB	2x3.5" DC SATA	250 GB 7200rpm SATA	250 GB 7200rpm SATA	DVD ROM	1-port	AMT 6.0	1x280W Fixed	WS 2008 R2 Foundations
	098119G	SPO19XX	1/1	Intel x3450	DC i5-650	3.20	DDR3 uDIMM - 1333MHz	1x2 GB	2x3.5" DC SATA	500 GB 7200rpm SATA	-	DVD RW	1-port	AMT 6.0	1x280W Fixed	-
	099218G	SPP18XX	3/3	Intel x3450	DC i3-540	3.06	DDR3 uDIMM - 1333MHz	1x2 GB	2x3.5" DC SATA	500 GB 7200rpm SATA	-	DVD RW	1-port	AMT 3.0	1x280W Fixed	-
	099217G	SPP17XX	3/3	Intel x3450	DC i5-650	3.20	DDR3 uDIMM - 1333MHz	1x2 GB	2x3.5" DC SATA	500 GB 7200rpm SATA	-	DVD RW	1-port	AMT 6.0	1x280W Fixed	-

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ThinkServer™ | TD230

Overview

- Affordable 2P Tower Server with High Value Features at Entry Price Points

Unique Selling Points

- EnergyStar for Servers 1.0 Qualified
- Web Enabled Remote Management
- Intel Westmere Performance
- up to 2x quieter than the HP ML 150
- Starting at $879

Target Customers

- Managed Service Provider
- Corporate Branch Office
- Small & Mid-sized Businesses

Specifications

- Dual Processor Tower
- 4x3.5” HS SAS/SATA or 5x3.5” Direct Cabled SATA
- Westmere CPU support
- Windows Server, Novel Suse, Redhat, VMWare

Top Options	Part Number
Intel® Xeon® E5620 processor Option kit for ThinkServer	67Y1457
ThinkServer 500GB 7.2K 3.5" SATA Hard Drive (DC/HS)	67Y1401
ThinkServer 4GB DDR3-1333Mhz (2Rx4) ECC rDIMM	67Y1433

Family	MTM	EMEA PN	Warranty	Core Chipset	Processor	Clock speed	Memory speed/Type	Total Memory	HDD Support	HDD	Optical	Network	Diagnostics	PSU
TD230	102711G	SUJ11xx	1/1	Intel 5520	DC E5503	2	DDR3 rDIMM 1333MHz	1x2GB	5x3.5" DC SATA	250GB 7200rpm	DVD ROM	2-port	iBMC	1x625W Fixed
	102911G	SUK11xx	3/3	Intel 5520	QC E5506	2.13	DDR3 rDIMM 1333MHz	1x2GB	5x3.5" DC SATA	-	DVD RW	2-port	iBMC	1x625W Fixed
	102912G	SUK12xx	3/3	Intel 5520	QC E5507	2.26	DDR3 rDIMM 1333MHz	1x4GB	4x3.5" HS SATA	-	DVD RW	2-port	iBMC	1x625W Fixed
	102913G	SUK13xx	3/3	Intel 5520	QC E5620	2.4	DDR3 rDIMM 1333MHz	1x4GB	4x3.5" HS SAS/SATA	-	DVD RW	2-port	iKVM	1x625W Fixed

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ThinkServer™ | RD240

Overview

- Powerful Server & Storage in 2P Rack Form Factor

Unique Selling Points

- Intel Westmere Performance with 12 Cores giving up to 60% more power than legacy systems
- Offering up to 24TB Storage Space
- Standard remote management
- Starting at $1199

Target Customers

- Education
- Healthcare
- Government

Specifications

- Dual Processor Rack
- 8x3.5” HS SAS/SATA
- Westmere CPU support
- Windows Server, Novel Suse, Redhat, VMWare

Top Options	Part Number
Intel® Xeon® E5620 processor Option kit for ThinkServer	67Y1475
ThinkServer 450GB SAS 15K 6Gbps Hard Drive (HS)	67Y1482
ThinkServer 4GB DDR3-1333Mhz (2Rx4) ECC rDIMM	67Y1433

Family	MTM	EMEA PN	Warranty	Core Chipset	Processor	Clock speed	Memory speed/Type	Total Memory	HDD Support	HDD	Optical	Network	Diagnostics	PSU
RD240	104511G	SUE11xx	1/1	Intel 5520	DC E5503	2	DDR3 rDIMM 1333MHz	1x2GB	8x3.5" HS SAS/SATA	-	DVD RW	2-port	iBMC	1x750W HotSwap
	104611G	SUF11xx	3/3	Intel 5520	QC E5506	2.13	DDR3 rDIMM 1333MHz	1x2GB	8x3.5" HS SAS/SATA	-	DVD RW	2-port	iBMC	1x750W HotSwap
	104612G	SUF12xx	3/3	Intel 5520	QC E5507	2.26	DDR3 rDIMM 1333MHz	1x4GB	8x3.5" HS SAS/SATA	-	DVD RW	2-port	iKVM	1x750W HotSwap
	104613G	SUF13xx	3/3	Intel 5520	QC E5620	2.4	DDR3 rDIMM 1333MHz	1x4GB	8x3.5" HS SAS/SATA	-	DVD RW	2-port	iKVM	2x750W HotSwap
	104615G	SUF15xx	3/3	Intel 5520	QC E5640	2.67	DDR3 rDIMM 1333MHz	1x4GB	8x3.5" HS SAS/SATA	-	DVD RW	2-port	iKVM	1x750W HotSwap

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ThinkPad and ThinkCentre Peripherals

Attach more to ThinkPad

ThinkPad In-Ear Headphones (57Y4488)

Lenovo USB Portable DVD Burner (43N3264)

ThinkPad Mini Dock Series 3 (45N66xx)

Lenovo Essential Notebook Stand (45J9292)

ThinkPad USB Laser Mouse (57Y4635)

Lenovo Power Hub (57Y46xx)

ThinkPad eSATA/USB 500GB Secure Hard Drive (57Y4400)

Lenovo USB Ultra Secure Memory Key – 4GB (57Y4328)

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Attach more to ThinkCentre

Lenovo 512MB NVIDIA GeForce 310 DMS59 Dual-DVI, Dual-VGA (57Y4167)

ThinkVision Soundbar (45K1265)

Lenovo USB-to-DVI Monitor Adapter (45K5296)

Lenovo Extend Arm (57Y4352)

Kensington Twin Head Cable Lock from Lenovo (45K1620)

Lenovo Ultraslim Wireless Keyboard & Mouse (57Y47xx)

Attach more to IdeaPad

Lenovo Mini Optical Mouse M20A 55Y2090

Lenovo Portable DVD Burner DB50 Black 57Y6487

Lenovo Portable DVD Burner DB50 White 57Y6488

Lenovo P550 Headset (55Y2065)

IdeaPad 15” Backpack B450 – Blue (55Y2035)

IdeaPad 15” Messenger Case M150 - Black (55Y2035)

Fall Campaign Promotions

Fall Campaign Promotions

1 Notebooks

- Cash back on all Edge models
- Dockingstation promotion with L-series
- Warranty promotion with T- and X-series

2 Desktops

- Visual bundle with M90 and A70
- Cash Back on A70z
- New: Radial arm bundle with M90z

Cash Back offering on Edge!

Lenovo offers 50€* End User Cash Back on all Edge series.

Use this new promotion in your communication to your end-user to sell more Edge series.

Period: Cash Back eligible from Oct 1st-Dec 31st

Products: All Edge 11”, 13” and 15”

Process: Go to www.lenovocashback.com, chose your country and claim your cash back.

* Eligible countries and cash back amounts; DK: 400 DKK, SE: 400 SEK, FI: 50€, DE: 50€, UK: £50, NL: 50€, BE: 50€, FR: 50€, SP: 50€, IT: 50€, IL: 70$

Attach more Warranty

Buy a T- or X-series and get a 3 year Onsite Next Business Day Warranty upgrade for only 1€*!

Use this attractive offer to sell more T/X-series, and attach more warranty-packs.

Period: Promo price eligible from Oct 1st-Dec 31st

Products: All T- and X-series

Normal list price: 90€

*Please consult local 4P to get list of country disounts and promoIDs

Attach more Options

Buy any L512 and get 50€* rebate on a Series 3 Mini Dock

Use this promotion to promote the docking capabilities of the L-series, and attach more of the new Series 3 Mini Docks.

Period: Rebate eligible from Oct 1st-Dec 31st

Products: All L512 and a Series 3 Mini Dock

*Please consult local 4P to get list of country disounts and promoIDs

Cash Back offering on A70z

Lenovo offers 50€* End User Cash Back on the A70z series.

Use this new promotion in your End User communication to sell more of the All-in-One destops.

Period: Promo price eligible from Oct 1st-Dec 31st

Products: All A70z

Process: Go to www.lenovocashback.com, chose your country and claim your cash back.

* Eligible countries and cash back amounts; DK: 400 DKK, SE: 400 SEK, FI: 50€, DE: 50€, UK: £50, NL: 50€, BE: 50€, FR: 50€, SP: 50€, IT: 50€, IL: 70$

Attach more Visuals

Get up to 50€* rebate on a visual when you buy a ThinkCentre M90
Get up to 30€* rebate on a visual when you buy a ThinkCentre A70

Use this promotion to attach a visual on every desktop you sell.

Period: Rebate price eligible from Oct 1st-Dec 31st

Products: Selected M90, A70 and selected 22” and 24” monitors.

+

Up to 50€ discount!

*Please consult local 4P to get list of country disounts and promoIDs

Set your desktop free!

Get up to 50€* rebate on a radial arm for your M90z All-in-One PC!

Use this promotion to visualize the space-saving advantages of the All-in-One desktops!

Period: Rebate price eligible from Oct 1st-Dec 31st

Products: Selected M90z

*Please consult local 4P to get list of country disounts and promoIDs

Summer Campaign Marketing Support

Marketing Support

1

Lenovo Partner Network

- Product rebates and incentives for business growth
- Product information, co-marketing material, promos

2

Stay Informed

- Monthly pricelists, product announcements
- Weekly email news

3

Marketing material to help you sell!

- Create your own material for end-user demand generation
- Product Launch Toolkits

4

Driving Leads to You!

- One Book
- Cashback Promos

5

Training

- ‘First Look’ courses
- Sales & Technical Product Courses

Lenovo Partner Network

- **Log on to find out what's new for C#17, 'hot news' includes:**
  - Launching Edge 11" to complete the Edge Product Family!
  - First time reseller dedicated promotions, offering 50% off first purchase
  - Topseller Pricing Lists

- **Learn about incentives, support and training available in C#17:**
  - **Why Work With Lenovo**
    - E-PDF with overview on Lenovo, benefits of Channel Partnership & contact information.
    - Available at www.lenovo.com/partner/europe

  - **Practical Reseller Guide**
    - Summary of Lenovo products, LPN programme, Marketing material, Sales Support tools, Lenovo Contacts and useful links.
    - Available as a brochure from your country contact or as a PDF version from the LPN website. Available at www.lenovo.com/partner/europe

  - **Lenovo Business Partner emblem**
    - High resolution file with the emblem for your own web pages. Print it out for your office or shops.
    - Available in the Marketing Content Warehouse (Lenovo → Logo)

Channel Communication

Reseller news directly from Lenovo

- **TopSeller email**
  - **Monthly** updated Price lists, Lenovo product offers and promotions for C#17

- **Flash e-mail updates**
  - **Weekly** / bi-weekly updates
  - New products announcements
  - New Promotions
  - Lenovo Partner Network news
  - Other important news throughout C#17

- **Channel Newsletter – Public Sector update**
  - Monthly update for Partners working with Public sector

Subscribe through the Lenovo Partner Network during your registration or after at www.lenovo.com/partner/europe

Q4 Channel Communication Calendar Overview

	= TopSeller email
	= Flash email

Calendar Week	Wednesday	Subbrands	Attach/comments	Recommended Services	Central Promotion
1	06-Oct-10	TopSeller Focus model: Edge 15"	57Y4309 - ThinkPad Essential Topload Case	NEW Services Selection Guide available on LPN for download now! U	50€ cash back on Edge
2	13-Oct-10	T510i	45N66xx - ThinkPad Mini Dock Series 3	Upgrade with ThinkPlus Services to 3-year Onsite Next Business Day	Warranty upgrade for only 1€ with T-series
		A70 TWR	T44HNXX - L197 monitor	ThinkPlus Warranty Upgrade to 3-year Onsite Next Business Day Serv	
		C20	45K1672 - 768MB nVidia Quadro FX 1800 DVI+DP, H	Get your server up and running with Lenovo 3-year of ThinkPlus Produ	
3	20-Oct-10	L512	57Y4635 - ThinkPad USB Laser Mouse	ThinkPlus Warranty Upgrade to 3 years Customer Carry-in. ePAc: 41C	L-series + Mini Dock s3 bundle. 50€ discount
		M90z	57Y4352 - ThinkCentre Extend Arm	ThinkPlus Warranty Upgrade to 3-year Onsite Next Business Day Serv	
		W701	57Y4345 - ThinkPad W700 Mini Dock 2.0	Upgrade to 4-year ThinkPlus Priority Support service package consisti	
5	02-Nov-10	TopSeller Focus model: Edge 11	57Y4286 - ThinkPad 11W Sleeve Case		50€ cash back on Edge
6	09-Nov-10	SL510	57Y4307 - ThinkPad Essential Backpack	ThinkPlus Warranty Upgrade to 3 years Customer Carry-in. ePAc: 41C	
		M90 uSFF	T72HNXX - L2251p Monitor	ThinkPlus Warranty Upgrade to 5 Years Onsite Next Business Day Se	
		TS200v	67Y1394 - Lenovo 160GB Internal RDX Bundle	ThinkPlus Warranty Upgrade to 3 years of 9x5 Onsite Next Business D	
7	16-Nov-10	T410i	41R4xxx - Lenovo 90W Ultraslim AC/DC Combo Ada	ThinkPlus Warranty Upgrade to 3-year Onsite Next Business Day Serv	Warranty upgrade for only 1€ with T-series
		A70 SFF	T53HNXX - L2230x Monitor	ThinkPlus Warranty Upgrade to 3-year Onsite Next Business Day Serv	
		S20	45K1672 - 768MB nVidia Quadro FX 1800 DVI+DP, H	Upgrade to 4-year ThinkPlus Priority Support service package consisti	
8	23-Nov-10	Edge 13	43N3264 - ThinkPad USB Multi Burner		50€ cash back on Edge
		A70z	57Y4277 - ThinkCentre A70z Performance Stand		
		C20	45K1672 - 768MB nVidia Quadro FX 1800 DVI+DP, HDTV-out, Full Height Graphics Adapter		
9	01-Dec-10	Topseller Focus model: X201	43R8781 - ThinkPad X200 Ultrabase		Warranty upgrade for only 1€ with X-series
10	08-Dec-10	Edge 11	57Y4488 - ThinkPad In-Ear Headphones		50€ cash back on Edge
		A70 Tower	T72HNXX - L2251p Monitor	ThinkPlus Warranty Upgrade to 3-year onsite next business day respo	
		W510	57Y4400 - Lenovo eSATA/USB 2.0 Portable 500GB S	Upgrade to 3-year ThinkPlus Priority Support service package consisti	
11	15-Dec-10	T510i	45N669x - ThinkPad Mini Dock Plus Series 3		Warranty upgrade for only 1€ with T-series
		M90 TWR	T14HNXX - L2321x Monitor	Upgrade to 5-year ThinkPlus Priority Support service package consisti	
		E20	45K1672 - 768MB nVidia Quadro FX 1800 DVI+DP, H	Upgrade to 4-year ThinkPlus Priority Support service package consisti	

Product Launch Toolkits

Fast access to new product material

- A quick overview on new Lenovo product features & benefits
- **Links to all the supporting material**
  - Data Sheets
  - Product Images
  - Product messages
  - Competitive comparison
  - Presentations
  - Accessories
  - Web Training
  - The latest TopSeller selection

ThinkPad X100e notebook
The ThinkPad X100e notebook is a professional grade entry ultraportable that combines high mobility, usability and value for money. The ThinkPad X100e offers legendary ThinkPad reliability and is backed by award-winning customer support and Services
SALES SUPPORT MATERIAL
lenovo.com/partnerpromo/europe
Data Sheet
Factsheet
Ann summary
Cheatsheet
Customer Presentation
Lenovo ThinkPad X100e video
Professional Grade
• Is available and supported globally
• Supports corporate operating systems
• Offers advanced manageability features with ThinkVantage Technologies and ThinkPad BIOS1
• Provides a variety of commercial warranty options
Designed for Usability
• Offers an ISO full-size, spill-resistant keyboard with simplified layout
• Provides easy navigation with UltraNav™ (TrackPoint® and multi-gesture touchpad)
• Offers a 11.6" W HD display
• Offers AMD Turion™ Neo and AMD Athlon™ Neo processors
• Provides a new low-light sensitive webcam for better image quality
Highly Mobile
• Weighs less than 1.48kg with 6 cell battery
• Offers a small footprint with 6- cell battery version
• Provides good battery life
• Offers multiple wireless connectivity options for accessing data from virtually anywhere— WiFi, WWAN and Bluetooth® (both optional)
• Gobi™ is the embedded choice for mobile broadband technology that connects your laptop to the Internet via leading 3G networks around the world.
Top reasons to own
• Professional grade
• Designed for usability
• Highly mobile
• Affordably priced
• Superior graphics

- NEW for C#17
  - ThinkPad Edge 11”

- Available from Lenovo Marketing Central site lenovo.com/partner/europe

Lenovo One Book

C#17 Feature Products:

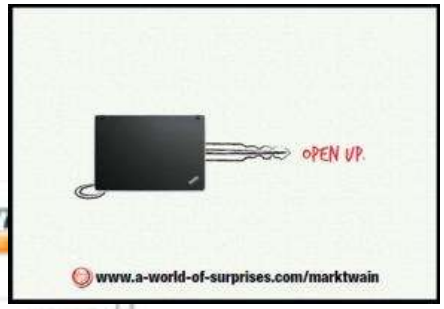
- Edge Family (including new Edge 11”)
- Co-marketing version available in LPN

Deliverables & Timeline:

- 16 Pager in November – full portfolio
- Cashback and trade-in promotions on selected products
- Postcard to promote Edge Family

Benefits for you:

- In 13 countries - FR, UK, IT, SP, SE, NL, DK, GER, CH, AT, FIN, NOR & ISR
- Identified opportunities passed to participating Lenovo Premium or Premium Gold Business Partners



FREE professional Lenovo product training

For all Lenovo Business Partners & customers

- **WebTraining**
  - **FirstLook Courses** - Quick overview on new Lenovo products. Also available for customers
    - NEW for C#17
      - ThinkPad Edge 11” and 13” AMD/Intel
  - **Product Courses**
    - Sales – Product highlights, Lenovo differentiation, competitive comparison, upgrade opportunities
    - Technical – Product knowledge, detailed technical info, installation & support
  - **E-Classroom** - In-depth products training for technical specialists (for BPs only)

Lenovo Training Solutions
lenovo
Sales Training
Learn the features and benefits of Lenovo products and how to position them versus the competition when speaking with customers.
First Look: Secure Managed Client
Identifying SMC Selling Opportunities
Service & Support Training
These courses are designed to assist those who service and support Lenovo products, and feature detailed video instructions.
Lenovo 3000 N500 Service & Support Training Update
Technical Training
These courses will provide you with the technical knowledge you need to plan, install, configure and/or deploy Lenovo solutions.
PC Architecture
ThinkServer Installation, Setup and

- **How to access it**
  - **LPN Business Partners -** via lenovo.com/partner/europe –link on A to Z page.
  - Non-LPN Registered Partners and Customers – via lenovo.com/training
  - For **face to face training near you** contact your local Lenovo representative

Useful Links

- Lenovo Home Page: lenovo.com/europe
- Lenovo Partner Portal: lenovo.com/partner/europe
- Lenovo TopSeller monthly Promotions: lenovo.com/partner/promo/en
- Lenovo TopSeller monthly Pricelist: lenovo.com/partner/europe
- Lenovo ThinkServer - adviser & configurator: lenovo.com/thinkserver/europe
- Lenovo Product Training: lenovo.com/partner/europe
- Lenovo Product Guide: lenovo.com/partner/europe
- Products Financing: lenovo.com/financing/europe
- Lenovo Partner Contacts: lenovo.com/partner/contactservices
- LPN Practical Reseller Guide: lenovo.com/partner/europe
- Lenovo ThinkVantage Technologies downloads: lenovo.com/think/download/europe
- Lenovo environmental website lenovo.com/green/europe

thank you grazie **merci** danke **grazias** 謝謝 спасибо
gracias **obrigado** ありがとう **dank** takk **bedankt** dakujem

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